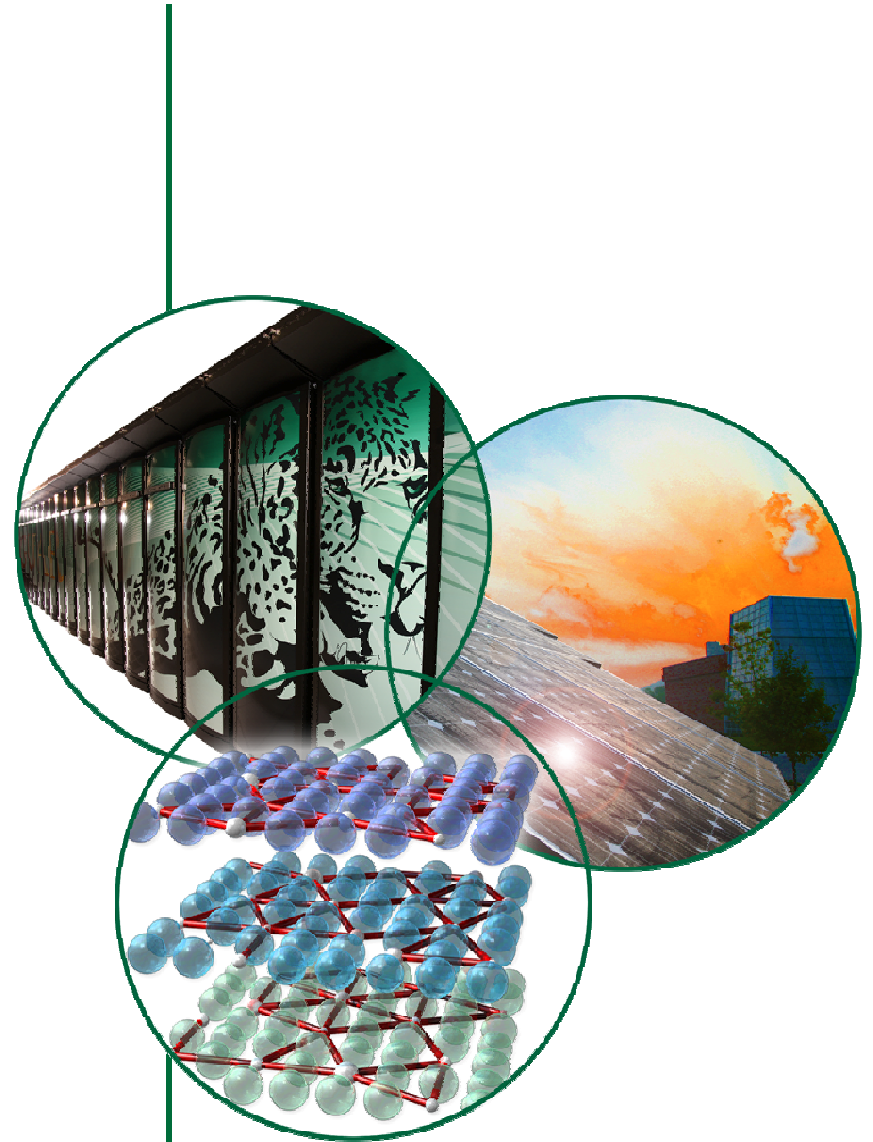


Battelle Family of DOE Laboratories

Presented to
WM 2012

**Cassandra McGee
Stuart**
ORNL Small Business Programs

Phoenix, AZ
February 29, 2012

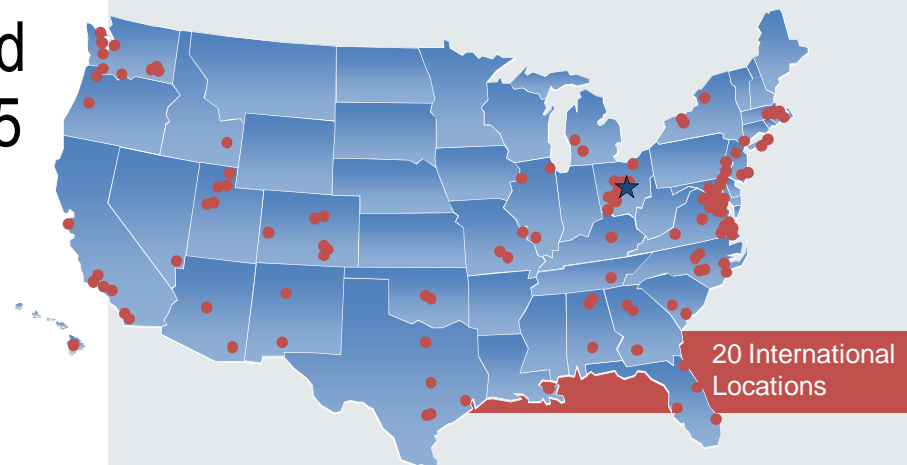


Battelle: What We Are



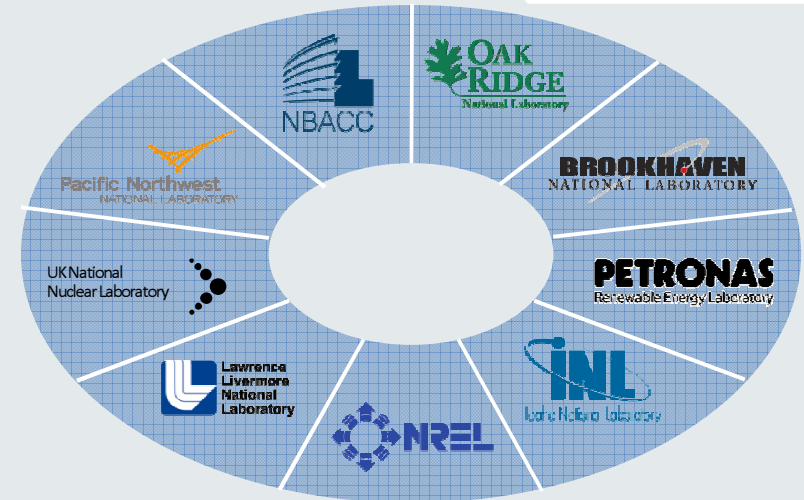
- Global enterprise
 - Applying science and technology to real-world problems
 - Managing machinery of scientific discovery and innovation
 - Creating commercial value by bringing new technologies to international marketplace
- Non-profit, charitable trust formed by Will of Gordon Battelle in 1925

- Generates \$6.5 billion annually in global R&D
- Oversees over 22,000 employees in 130 locations worldwide



What We're Doing – Where We're Going

- ▶ We apply science and technology through *Global Businesses*
- We manage the machinery of scientific discovery and innovation through Global Laboratory Operations
- ▶ • We create commercial value through *Battelle Ventures*



- Spallation Neutron Source
- World's 2nd fastest unclassified supercomputer
- Relative Heavy Ion Collider
- National Synchrotron Light Source
- Environmental Molecular Sciences Laboratory

Points of Contact

Derrick Hamilton
Manager, Office of Supplier Diversity
614-424-4507
HamiltonD@battelle.org

Ron Penick
Small Business Liaison Officer
614/424-5513
penickr@battelle.org

Amectra Terrell
Data Analyst
614/424-5356
terrella@battelle.org



**Contracting Opportunities
with
Brookhaven Science Associates (BSA)-
Brookhaven National Laboratory (BNL)**

It's all about discovery!!!



Brookhaven National Laboratory is a U.S. Department of Energy, Office of Science multidisciplinary laboratory established in 1947. It is located on a 5,300-acres on eastern Long Island, NY.

How to do Business with Brookhaven National Laboratory?

The first thing you have to do is your **HOMEWORK!!!**
Go to our web site (www.bnl.gov) and research what we do.
Then see if we buy what you sell.

If you sell what we buy, then send our Small Business Liaison Officer an email with:

- A **brief** statement outlining the products/services you sell,
- Your company contact information, and
- The type(s) of small business categories you fall under.

And be sure to register in our self-registration database at:
<http://www.bnl.gov/ppm/SDB/>

**BNL's FY2012
Small Business Procurement Goals
are:**

Small Business Category	Dollars spent	Percentage
Small Business	\$144,450,000	45.0%
Small Disadvantaged	\$ 16,050,000	5.0 %
Small Woman-Owned	\$ 16,050,000	5.0%
Small HUB-Zone	\$ 9,630,000	3.0 %
Small Veteran-Owned	\$ 9,630,000	3.0%
Small Service Disabled Veteran-Owned	\$ 9,630,000	3.0%

To save you time, be advised that:

- Our procurement department rarely, if ever, buys these products and/or services, because we either have our own department or we just don't buy it:

Advertising/PR	Insurance Services
Automotive vehicles	Legal & Medical Services
Direct mail services	Military Products/Services
Food	Photography Services
Healthcare Services	Printing
Illegal Products	Web Design/Hosting

- We do NOT presently need new sources for:

Computer equipment; Information technology;
Janitorial, Laboratory, Office, or Safety supplies.

This is because we already have several small businesses that provide these products and/or services.

Contact information

for

Brookhaven Science Associates (BSA)/
Brookhaven National Laboratory (BNL)

Small Business Liaison Officer (SBLO):

Jill Clough-Johnston Email: clough@bnl.gov

Small Business Web Site:

<http://www.bnl.gov/ppm/SDB/>

BNL's general Web Site:

www.bnl.gov

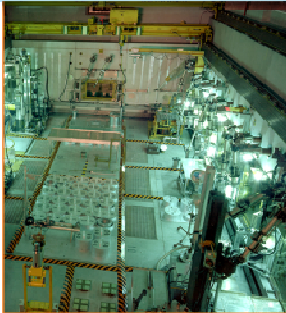
Idaho National Laboratory

- One of only 10 DOE multiprogram labs
- DOE's designated lead lab for nuclear energy research, development and demonstration
- A major contributor in national and homeland security, alternate and renewable energy and science and technology
- Annual budget approx. \$960M
- 4,300 scientists, engineers, technicians, and other staff
- Three S&T campuses on 890 mi² site

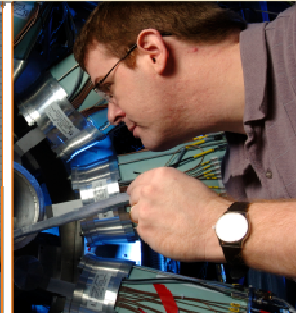


INL – The National Nuclear Laboratory

Developing world-class Nuclear Energy capabilities

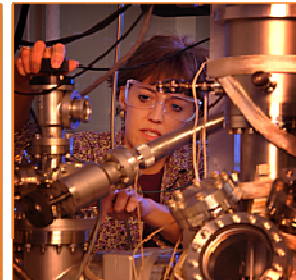
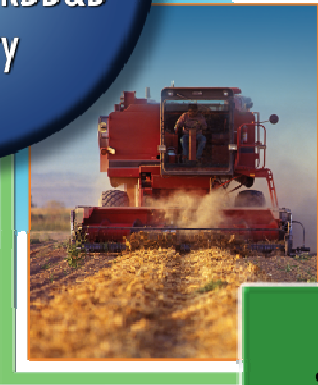
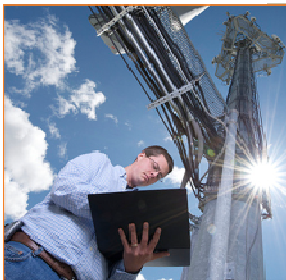


Fostering education, research, industry, government and international collaborations to produce the needed investment, programs and expertise



Preminent Internationally-Recognized Nuclear Energy RDD&D Laboratory

INL Wireless TEST BED



Major center for National and Homeland Security technology RDD&D

Lead clean energy systems RDD&D laboratory and a regional resource

RDD&D: Research, Development, Demonstration & Deployment

Opportunities – What We Buy

The principal products and services to be procured in support of the INL Small Business Subcontracting Goals are those associated with an extremely diverse research and development environment and are vital to the vision and mission of the INL.

INL Principle Procurement Categories



- **Commodities:** office supplies; chemicals; industrial supplies; fasteners; tools; clothing; gasses; petroleum



- **Construction:** new facilities; infrastructure upgrades; leased buildings



- **Equipment:** capital equipment; heavy equipment; instrumentation; engineered hardware; nuclear fuels; reactor spare parts



- **Information Technologies:** specialty software; servers; programming telecommunications services and equipment; equipment systems;

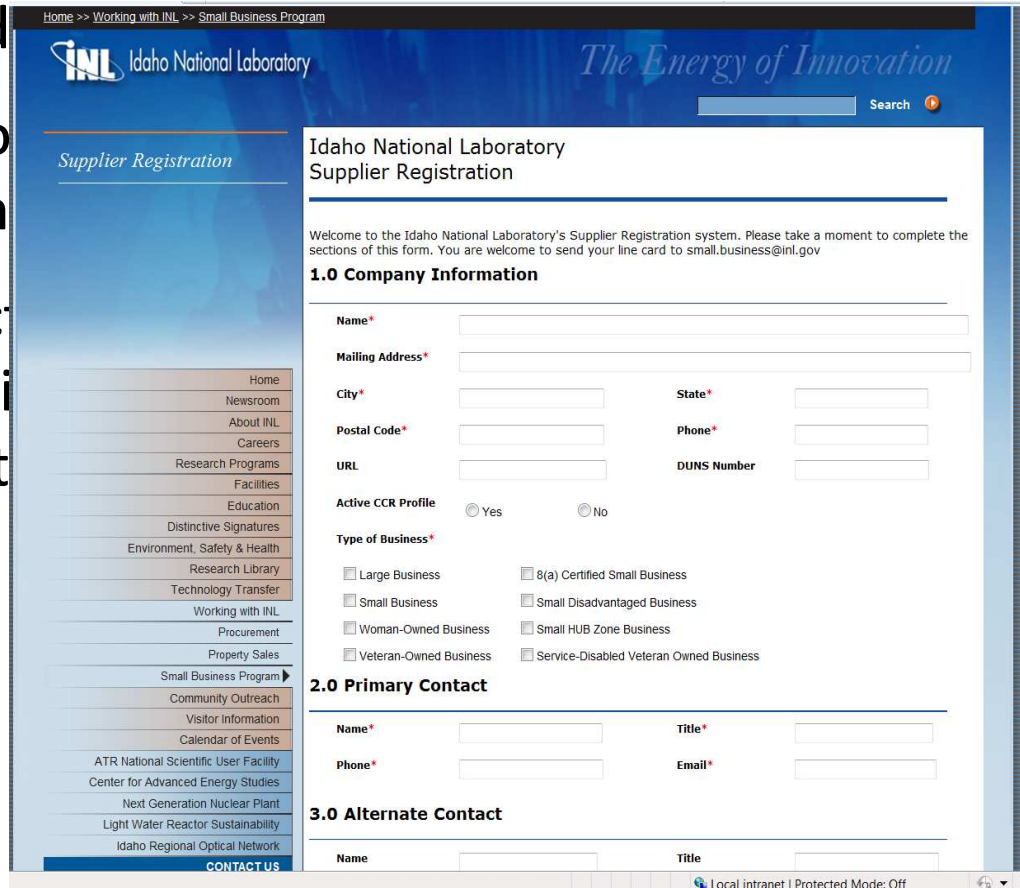


- **Services:** technical services; engineering (civil, structural, mechanical, electrical) environmental support; facility support; janitorial; maintenance; university research and development

Initiating Business with INL

1. Register through the INL's Supplier Registration database
2. Register your business in the Central Contractor Registration (CCR) database

3. Email our Small Business Program Manager to get better acquainted with us with respect to our products and services.
4. Contact our Small Business Program Manager to discuss potential business opportunities.



Home >> Working with INL >> Small Business Program

Idaho National Laboratory
Supplier Registration

Welcome to the Idaho National Laboratory's Supplier Registration system. Please take a moment to complete the sections of this form. You are welcome to send your line card to small.business@inl.gov

1.0 Company Information

Name*

Mailing Address*

City* State*

Postal Code* Phone*

URL DUNS Number

Active CCR Profile Yes No

Type of Business*

Large Business 8(a) Certified Small Business

Small Business Small Disadvantaged Business

Woman-Owned Business Small HUB Zone Business

Veteran-Owned Business Service-Disabled Veteran Owned Business

2.0 Primary Contact

Name* Title*

Phone* Email*

3.0 Alternate Contact

Name Title

CONTACT US

Local intranet | Protected Mode: Off

INL Procurement Opportunities

- <http://www.inl.gov> - Working with INL – Procurement Services Procurement Opportunities



INL Small Business Awards



**2009 M&O Small Business Program
Manager of the Year**



2010 DOE Mentor of the Year



Stacey Francis
Small Business Program Manager

Idaho National Laboratory
P.O. Box 1625
Idaho Falls, ID 83415-1303
208.526.8564
stacey.francis@inl.gov



THE NATIONAL RENEWABLE ENERGY LABORATORY (NREL)



NREL is a national laboratory of the U.S. Department of Energy Office of Energy Efficiency and Renewable Energy operated by the Alliance for Sustainable Energy, LLC

NREL's Mission and Strategy

- **The National Renewable Energy Laboratory (NREL) is the nation's primary laboratory for renewable energy and energy efficiency research and development (R&D).**
- **NREL's mission and strategy are focused on advancing the U.S. Department of Energy's and our nation's energy goals. The laboratory's scientists and researchers support critical market objectives to accelerate research from scientific innovations to market-viable alternative energy solutions.**

Please visit us at: www.nrel.gov



Technology Development Programs

NREL R&D Portfolio



Efficient Energy Use

- Vehicle Technologies
- Building Technologies
- Industrial Technologies



Renewable Resources

- Wind and water
- Solar
- Biomass
- Geothermal



Energy Delivery and Storage

- Electricity Transmission and Distribution
- Alternative Fuels
- Hydrogen Delivery and Storage

Foundational Science and Advanced Analytics

Contact Information

☀️ Rexann Dunn

Small Business Partnerships Development Associate

- rexann.dunn@nrel.gov
- 303-275-4322

☀️ Carol Hellmann/Carri Thompson

GFO Small Business Program Manager /Analyst

- 720-356-1529/1472

☀️ Karen Klam – Colorado SBA Representative

- karen.klam@sba.gov
- 303-844-2607

FY2011 Facts & Figures

\$1.1B Operating Budget

4,841 Scientists, Engineers, and Staff

994 Peer-Reviewed Publications

252 Invention Disclosures

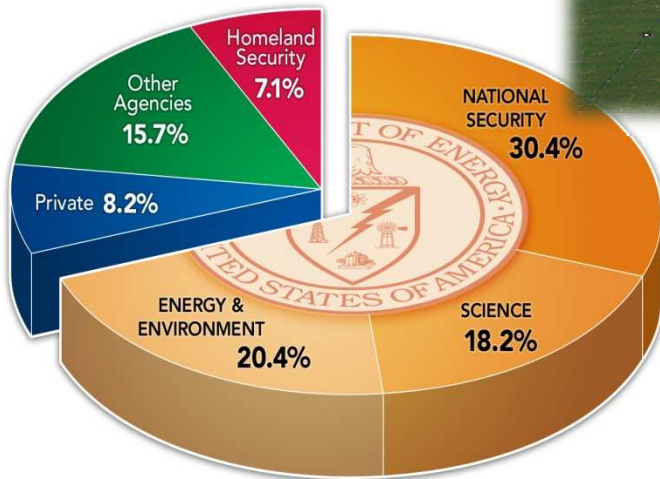
49 Patents Issued

2 R&D 100 Awards

PNNL at a Glance


Pacific Northwest
NATIONAL LABORATORY

Proudly Operated by **Battelle** Since 1965



FY11 Funding Sources

Pacific Northwest National Laboratory

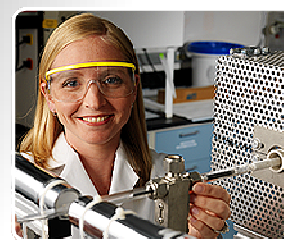
Core Capabilities

- **Chemical and Molecular Sciences**
- **Chemical Engineering**
- **Large-Scale User Facilities/ Advanced Instrumentation**
- **Biological Systems Science**
- **Climate Change Science**
- **Applied Materials Science and Engineering**
- **Applied Nuclear Science and Technology**
- **Advanced Computer Science, Visualization, and Data**
- **Systems Engineering and Integration**
- **Subsurface Science**



PNNL's Mission

We transform the world through
COURAGEOUS DISCOVERY
and **INNOVATION**



PNNL's Vision



Pacific Northwest
NATIONAL LABORATORY

Proudly Operated by Battelle Since 1965

PNNL science
and technology
inspires and enables
the world to live
PROSPEROUSLY,
SAFELY, and
SECURELY

PNNL Small Business Program

- ▶ Kerry Bass, Manager, (509) 371-7526 or kerry.bass@pnnl.gov
- ▶ Website: <http://www.pnnl.gov/contracts/smallbusiness/>
- ▶ Supplier Registration: <https://ebs.pnnl.gov/>
- ▶ Solicitations > \$100k: <https://ebs.pnnl.gov/advertised.aspx>

PNNL FY 2012 Small Business Goals:

Small: 50.2%

Small Disadvantaged: 5%

Woman-Owned: 5%

HUBZone: 3%

Veteran-Owned: 3%

Service Disabled, Veteran-Owned: 3%



ORNL is DOE's largest science and energy laboratory



- **\$1.3B budget**
- **4,350 employees**
- **3,900 research guests annually**
- **\$350 million invested in modernization**
- **World's most powerful open scientific computing facility**
- **Nation's largest concentration of open source materials research**
- **Nation's most diverse energy portfolio**
- **Operating the world's most intense pulsed neutron source**
- **Managing the billion-dollar U.S. ITER project**

UT-Battelle has managed Oak Ridge National Laboratory since April 2000



Limited Liability Company



**The University of Tennessee
Knoxville, Tennessee**



**Battelle
Columbus, Ohio**

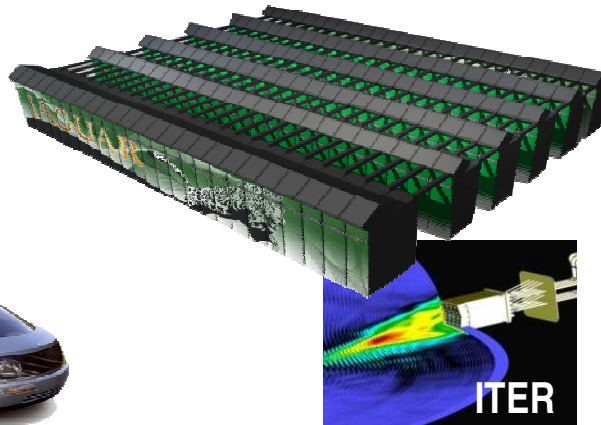


Delivering science and technology: We lead major R&D programs for DOE and other customers

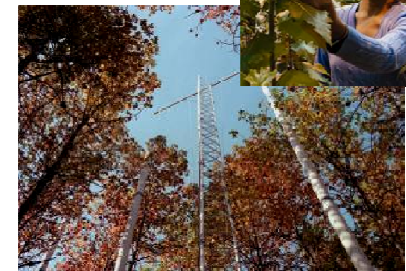
Energy technologies



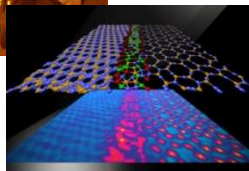
Ultrascale computing



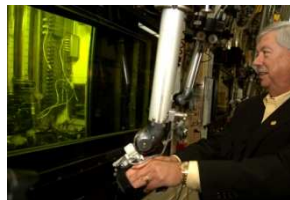
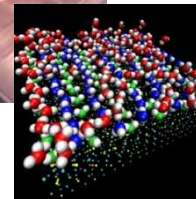
Bioenergy



Materials at the nanoscale



Neutron sciences



Climate

National security



Nuclear energy

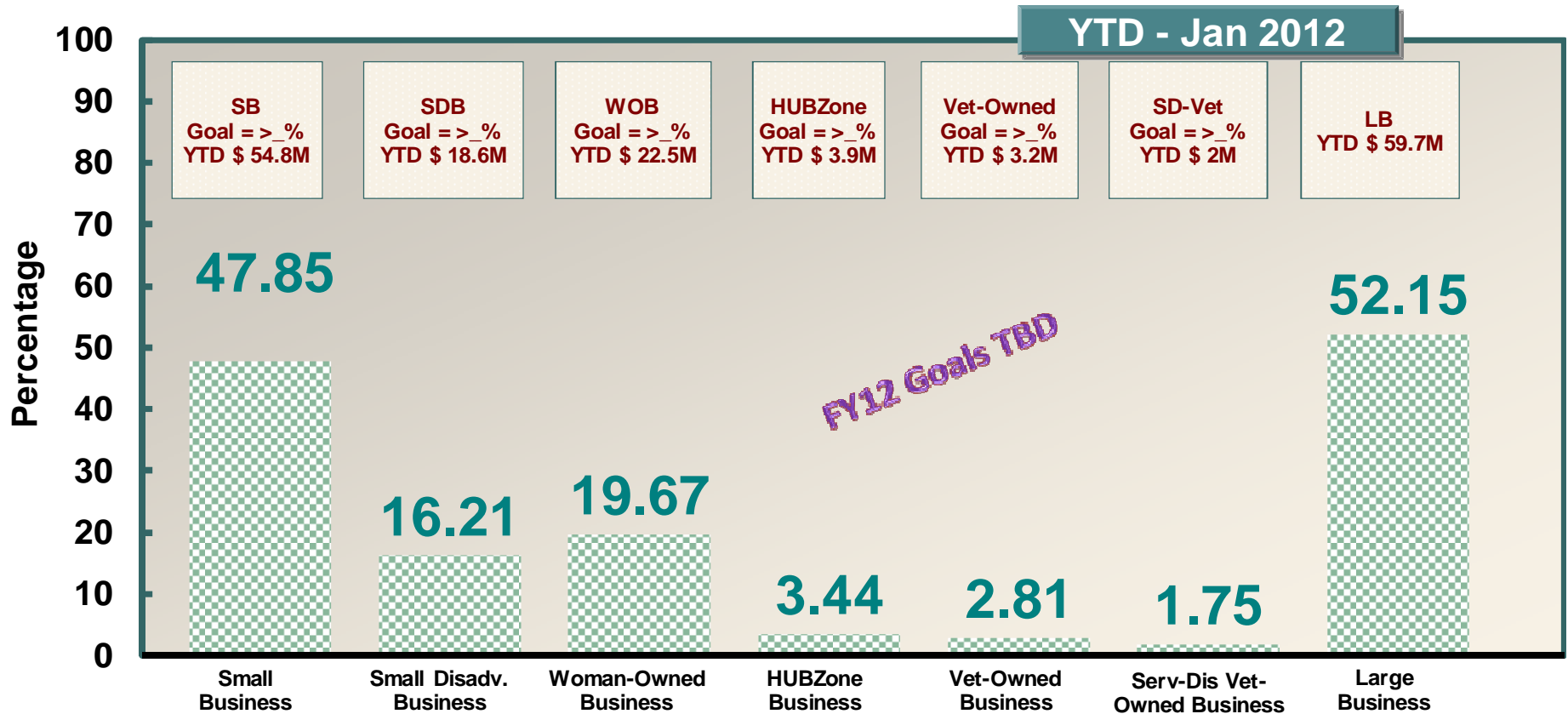
Presentation_name

Our environmental and waste management strategy relies on effective partnerships with outside contractors & small businesses

We use contract support in the areas of:

- Waste management planning, characterization, and preparation of required waste documentation
- Environmental compliance support, including as field-deployed environmental protection officers
- Pollution prevention planning, reporting, and project implementation
- Operation of a Lab-wide waste tracking system
- Off-site analysis of waste & environmental samples
- Off-site waste treatment & disposal services
 - Hazardous waste transportation, treatment & disposal
 - Low-level radioactive waste transportation, treatment, & disposal (via a DOE-wide contract, where possible)
 - Mixed waste transportation, storage, treatment, & disposal (via a DOE-wide contract, where possible)

% Subcontract Dollars Placed with SB Firms - FY 2012 ORNL Including ARRA



FY 2012 YTD	Historical Data:	FY 00*	FY 01	FY 02	FY 03	FY 04	FY 05	FY 06	FY 07	FY 08	FY 09	FY 10	FY 11
SB Base	SB=Small Business	54.57	48.41	49.22	54.10	62.70	50.79	57.84	58.47	62.94	49.64	59.24	54.10
114.5M	SDB=Small Disadvantaged Business	9.77	7.55	6.42	6.24	9.23	7.09	10.54	9.26	11.13	6.82	10.01	9.81
Educ Base	WOB=Small Woman-Owned Business	8.51	7.45	12.21	8.80	10.31	7.86	11.35	12.33	14.62	9.70	12.41	11.49
20.8M	HUBZone=Historically Underutilized Business Zones	0.05	0.24	0.37	1.97	4.42	3.21	7.35	6.74	6.96	3.53	4.42	2.84
Total Proc	Vet-Owned=Veteran-Owned Small Business	N/R	0.32	0.82	1.19	3.00	1.49	4.07	3.52	6.12	4.89	5.93	5.48
180.7M	SD-Vet=Service-Disabled Veteran-Owned Small Business	N/R	0.037	-0.001	0.028	0.140	0.115	1.652	1.023	2.540	2.860	3.900	3.250

Base for SB, SDB, WOB & HUBZone %s Excludes Foreign, GOVT, INTG, IGT & Affiliates (FY05-10 Includes P-Cards)

Data Source: 2096 & Proc Stats 2 * UT-Battelle contract started April 1, 2000. 6 months of data only. Base revised in FY05 & FY07.

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2/1/2012

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Recent Recognition for Small Business Support

2007 DOE M&O Small Business Programs Manager of the Year Award



2008 DOE Mentor of the Year Award



2010 SBA Dwight D. Eisenhower Award



OAK RIDGE NATIONAL LABORATORY

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

Visit our website at <http://www.ornl.gov/adm/contracts>

ORNL Contracts and Procurement Director: Jerome K. Hicks – 865-576-0274

ORNL Small Business Program Office: Keith S. Joy – 865-576-5484

BUSINESS OPPORTUNITIES

Type	Description	Small Business Set-Aside	Estimated Value	NAICS Code	Anticipated Issue Date	Anticipated Award Date	Contact Name	Contact Tel #	Contact Email
Construction	Minnesota SPRUCE Experiment Project - Boardwalks	No	<\$2Million	238220	Winter 2012	Spring 2012	Angela Shillings	865-576-1552	shillingsa@ornl.gov
Service	Pre-Employment Background Checks	No	<\$1Million	561611	Winter 2012	Spring 2012	Angela Shillings	865-576-1552	shillingsa@ornl.gov
Construction	Chestnut Ridge Maintenance Shops Update: 01/03/2012 Pre-Solicitation Mtg Attendance Sheet CRMS-Evaluation Criteria - Draft Pre-Solicitation Mtg Agenda	No	\$5-%6M	238210	Jan. 17, 2012	TBD	Joel Poteat	865-576-8828	poteatia@ornl.gov
Equipment	Oracle Silo	Yes	TBD	TBD	TBD	TBD	Willy Besancenez	865-576-1538	besancenezwr@ornl.gov
Commodities	Pipe Fittings, Flanges, & Valves	Yes	TBD	TBD	2nd Qtr FY12	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
Commodities	Herman Miller Office Chairs	Yes	TBD	TBD	TBD	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
Commodities	HVAC Equipment	TBD	TBD	TBD	2nd Qtr FY12	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
Commodities	Measurement Control Equipment, Components and Accessories	TBD	TBD	TBD	3rd Qtr FY12	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
Commodities	Fasteners	TBD	TBD	TBD	2nd Qtr FY12	TBD	Stanton Fears	865-574-5348	fearssa@ornl.gov
Fabricated Equipment	Fabricate Full Size Prototype - WBS: 1.3.1.1.3	No	<\$500k	TBD	Winter 2012	TBD	Cerissa Gifford	865-574-7669	Giffordci@ornl.gov
Fabricated Equipment	Arc Detection Instrumentation for ECH Transmission Line R&D (fabrication) WBS: 1.5.2.1.2	No	<\$500k	TBD	Spring 2012	TBD	Cerissa Gifford	865-574-7669	Giffordci@ornl.gov
Fabricated Equipment	Rough Pump Prototype - Screw Pump - WBS: 1.3.1.1.3	No	<\$500k	TBD	Spring 2012	TBD	Cerissa Gifford	865-574-7669	Giffordci@ornl.gov

Oak Ridge National Laboratory

MANAGED BY UT-BATTELLE FOR THE DEPARTMENT OF ENERGY

Keith S. Joy **Program Director, Small Business Programs**

865.576.5484 (phone)
joyks@ornl.gov

1060 Commerce Park
Oak Ridge, TN 37831



Cassandra McGee Stuart **Socioeconomic Program Officer**

865.576.3560 (phone)
mcgeecm@ornl.gov

1060 Commerce Park
Oak Ridge, TN 37831



Jerome Hicks **Director, Contracts Division**

865.576.0274 (phone)
hicksjk@ornl.gov

1060 Commerce Park
Oak Ridge, TN 37831



Oak Ridge National Laboratory: Meeting the challenges of the 21st century



www.ornl.gov